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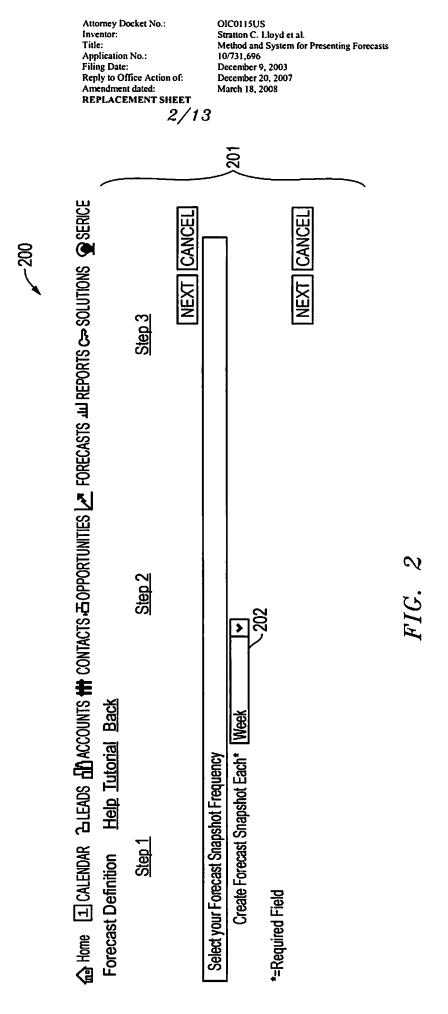
Method and System for Presenting Forecasts 10/731,696

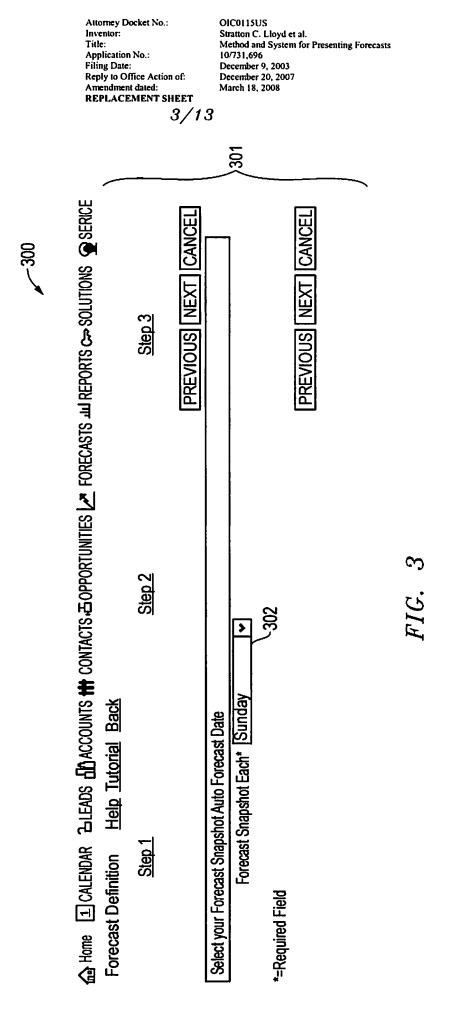
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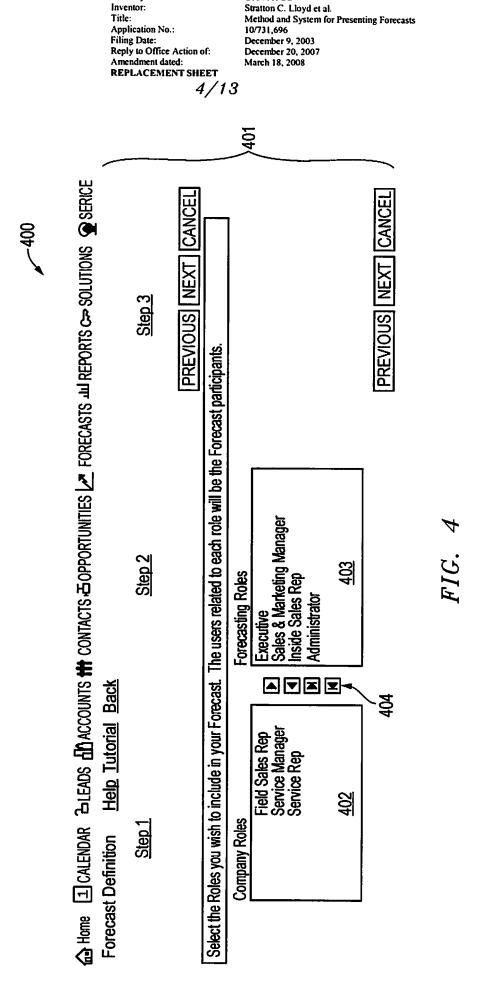
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104 👍 Home 🗓 CALENDAR 🕒 LEADS 🖺 ACCOUNTS 🚻 CONTACTS 🛨 OPPORTUNITIES 🔼 FORECASTS 🔟 REPORTS 🗢 SOLUTIONS 😨 SERICE **Previous | Next** Previous | Next 102 All 0-9 A B C D E E G H I J K L M N O P Q R S I U V W X Y Z Number of records displayed: 25 ➤ Forecast Snapshot Day SUNDAY ≥ ⊢i ⊗i MNOPQR First Name Ethan Rick Ryan Lisa Joan 104 工 ଠା إسا التا را A B Create Forecast Snapshot Each Week 65 ₹ XXXXXXXX 103 Forecast Definition Forecast Date ▲ Forecast Definition Last Name
Phillips
Rogers
Taylor
Waller
Williams

FIG. 1







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_		All 0-9 A B C D E F G	i i îv r wu ö b đ	K 2 T U A M X A Z	Previous Next	
<u>Status</u>	Forecast Date 🔺	Pipeline	Forecast	Closed Revenue	Owner	
Adive	XXXXXXXXXX	\$55,050,000.00	\$43,950,000.00	\$7,800,000.00	Ethan Phillips \	}
dive	XXXXXXXXXX	\$55,050,000.00	\$43,950,000.00	\$7,800,000.00	Joan Williams	١
dive	XXXXXXXXXX	\$35,450,000.00	\$27,550,000.00	\$1,400,000.00	Ryan Taylor >50	2
<b>Active</b>	XXXXXXXXXX	\$10,400,000.00	\$7,200,000.00	\$3,200,000.00	Rick Rogers	l
Active	XXXXXXXXXX	\$0.00	\$0.00	\$0.00	Lisa Waller	
<b>Active</b>	XXXXXXXXX	\$12,600,000.00	\$10,850,000.00	<b>\$0</b> .00	Ethan Phillips \	
Adive	XXXXXXXXX	\$12,600,000.00	\$10,850,000.00	\$0.00	Joan Witiams	
dive	XXXXXXXXX	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor >50:	۱ ۲
<b>Adive</b>	XXXXXXXXXX	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers	
<b>l</b> dive	XXXXXXXXX	\$0.00	\$0.00	\$0.00	Lisa Waller	
dive	XXXXXXXXX	\$12,600,000.00	\$10,850,000.00	<b>\$</b> 0.00	Ethan Philips	
<b>l</b> dire	XXXXXXXXX	\$12,600,000.00	\$10,850,000.00	\$0.00	Joan Williams	
Active	XXXXXXXXX	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor	
dive	XXXXXXXXX	\$5,250,000.00	\$4,200,000.00	<b>\$</b> 0.00	Rick Rogers	
<b>l</b> dire	XXXXXXXXX	\$0.00	\$0.00	\$0.00	Lisa Waller	ł
ldive	XXXXXXXXX	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Philips	
Active	XXXXXXXXX	\$12,600,000.00	\$10,850,000.00	\$0.00	Joan Williams	
Active	XXXXXXXXX	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor	ł
Active	XXXXXXXXX	\$5,250,000.00	\$4,200,000.00	<b>\$</b> 0.00	Rick Rogers	l
ldive	XXXXXXXXX	\$0.00	\$0.00	\$0.00	<u>Lisa Waller</u>	
<b>l</b> dive	XXXXXXXXX	\$13,150,000.00	\$11,400,000.00	\$0.00	Ethan Phillips	
<b>Idive</b>	XXXXXXXXX	\$13,150,000.00	\$11,400,000.00	\$0.00	Joan Williams	
<b>l</b> dive	XXXXXXXXX	\$3,000,000.00	\$3,000,000.00	\$0.00	Ryan Taylor	
<b>l</b> dive	XXXXXXXXX	\$5,600,000.00	\$4,550,000.00	\$0.00	Rick Rogers	1
dive	XXXXXXXXX	\$0.00	\$0.00	\$0.00	Lisa Waller	- [

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Number of records displayed: 25 ♥

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Created for: Joan Williams Create Date: X/XX/XXXX Status: Active

Forecast Summary							
Date A Quota	Closed Revenue	Quota %	Forecast	Best Case	Pipeline	Expected Revenue	
XXXXXXXXX	\$3,450,000.00	0%	\$25,200,000.00	\$0.00	\$33,100,000.00	\$11,975,017.30	<b>∠601</b>
XXXXXXXXX	\$2,350,000.00	0%	\$5,950,000.00	\$0.00	\$5,950,000.00	\$4,869,997.65	<i>y</i> 601
XXXXXXXXX	\$2,000,000.00	0%	\$12,800,000.00	\$0.00	\$16,000,000.00	\$9,470,000.00	
Total \$0.00	\$7,800,000.00		\$43,950,000.00	\$0.00	\$55,050,000.00	\$26,315,014.95	•

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Owner Alias 📥	<u>Date</u>	Quota %	Forecast	Closed Revenue	Best Case	Pipeline Pipeline	Last Updated
<u>rrogers</u>	XXXXXXXXX	0%	\$1,600,000.00	\$1,200,000.00	\$0.00	\$1,600,000,00	XXXXXXXXXX 11:23:38 PM
RROGERS	XXXXXXXXX	0%	\$2,400,000.00	\$800,000.00	\$0.00	\$2,40,000.00	XXXXXXXXX 11:23:38 PM
<b>RROGERS</b>	XXXXXXXXX	0%	\$3,200,000.00	\$1,200,000.00	\$0.00	\$6,400,000.00	XX/XX/XXXX 11:23:38 PM
<u>rtaylor</u>	XXXXXXXXX	0%	\$21,600,000.00	\$1,050,000.00	\$0.00	\$29,500,000.00	XXXXXXXXX 11:23:37 PM
RTAYLOR	XXXXXXXXX	0%	\$350,000.00	\$350,000.00	\$0.00	\$350,000.00	XXXXXXXXXX 11:23:37 PM
Total			\$34,750,000.00	\$4,600,000.00	\$0.00	\$45,050,000.00	

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## Show Full List

		<u> Ali 0-9 A</u>	BCDEEGHIJKLMN	OPQR SIUV V	Y X Y Z	Prev	ious Next	 603
	Close Date	Forecasted	Opportunity Name	Account Name	Revenue	Sales Stage	Next Step	/ 000
<u>Refresh</u>	XXXXXXXXX	Y	Bay Construction - Std Order -5 Phoenix 900	Bay Construction	\$400,000.00	6- Closed/Won	Cal	
<u>Refresh</u>	XXXXXXXXX	Y	Bay Demoltion Services - Std Order - 5 Phoenix 900	Bay Demolition Services	\$400,000.00	7- Closed/Won	E-mail	
<u>Refresh</u>	XXXXXXXXXX	Y	Bobcai Loaders & Excavators - Std Order - 5 Phoenix 900	Bobcat Loaders & Excavations	\$400,000.00	3-Short List	None	
Refresh	XXXXXXXXX	Y	Carter's Rigging & Supply - Std Order -5 Phoerix 900	Carter's Rigging & Supply	\$400,000.00	6- Closed/Won	None	

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Forecast Summary						
Forecast Date	Closed Revenue	Forecast	Nest Case	Pipeline	Expected Revenue	
XXXXXXXX	\$3,450,000.00	\$25,200,000.00	\$0.00	\$33,100,000.00	\$11,975,017.30	
XXXXXXXX	\$2,350,000.00	\$5,950,000.00	\$0.00	\$5,950,000.00	\$4,869,997.65	<u></u>
XXXXXXXX	\$2,000,000.00	\$12,800,000.00	\$0.00	\$16,000,000.00	\$9,470,000.00	
Totals	\$7,800,000.00	\$43,950,000.00	\$0.00	\$55,050,000.00	\$26,315,014.95	

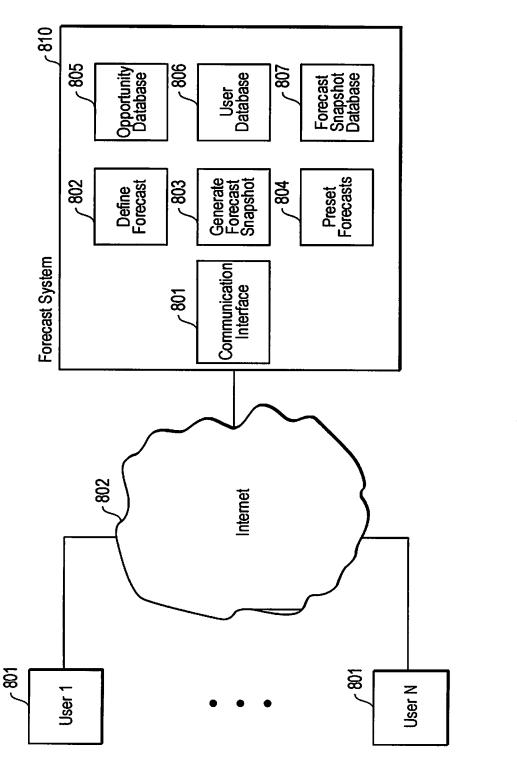
FIG. 7

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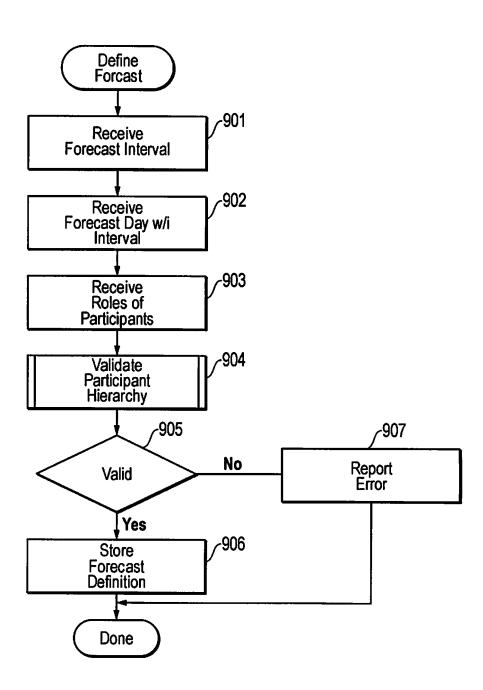


FIG. 9

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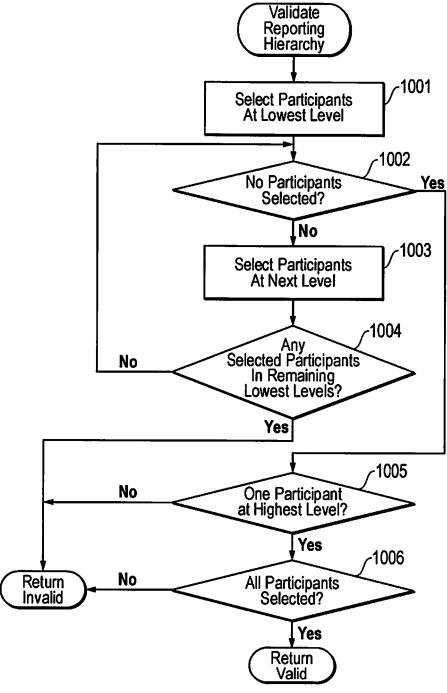


FIG. 10

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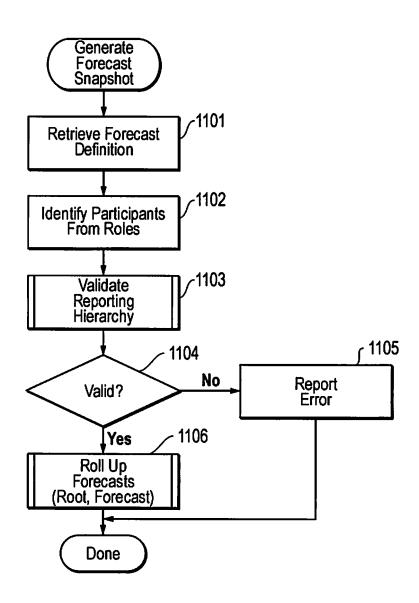


FIG. 11

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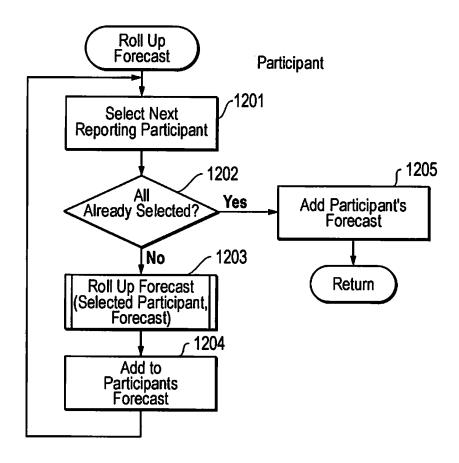


FIG. 12

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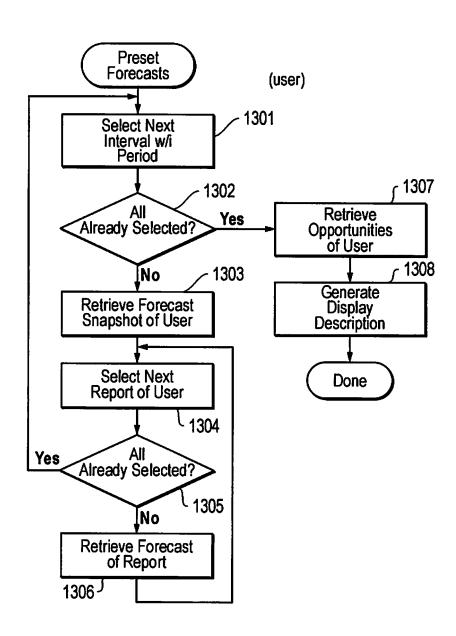


FIG. 13